

Board of County Commissioners
Leon County, Florida

Workshop on the Leon County Research and Development Authority

December 8, 2009
12:00 p.m. – 1:30 p.m.

Leon County Board of County Commission Chambers
Leon County Courthouse, 5th Floor

Board of County Commissioners

Workshop Item

Date of Meeting: December 8, 2009

Date Submitted: December 2, 2009

To: Honorable Chairman and Members of the Board

From: Parwez Alam, County Administrator
Vincent Long, Deputy County Administrator
Ken Morris, Director of Legislative Affairs and Economic Development

Subject: Workshop on the Leon County Research and Development Authority

Statement of Issue:

This agenda item provides the Board an update on the Leon County Research and Development Authority.

Background:

At the October 27, 2009 Board meeting, staff was given direction to schedule a workshop on Leon County's Research and Development Authority (Innovation Park). The Board also directed then Chairman Desloge to gather and submit a series of questions from Commissioners to be addressed by Innovation Park officials at the December 8, 2009 workshop.

Analysis:

On November 24, 2009, Innovation Park submitted its responses to the fifteen questions posed by the Board (Attachment #1). Innovation Park has also submitted its FY 09 annual report for Board consideration which includes its strategic plan, five year capital improvement plan, and economic impact report (Attachment #2). Officials from Innovation Park will make a presentation to the Board at the workshop and will be available for any questions the Board may have about the Leon County Research and Development Authority.

Options:

1. Accept the update on the Leon County Research and Development Authority.
2. Do not accept the update on the Leon County Research and Development Authority.
3. Board Direction.

Recommendation:

Option # 1.

Attachments:

1. Leon County Research and Development Authority Responses to Board Questions
2. Leon County Research and Development Authority FY 09 Annual Report

PA/VL/KM

**County Commission Questions for the
Leon County Research and Development Authority
November 2009**

1. What is the space availability and goal (actual square foot or percentage of total) for high-tech business presence in the park? What is the plan for achieving this goal?

The park has 18 buildings totaling 1.2 million square feet of research and development (office, lab, technology production) space completed or in planning. There are 60 acres in the park available for development that would accommodate approximately 600,000 square feet.

The Authority is working closely with the EDC and others to recruit firms to the region. They have also developed several programs to assist local entrepreneurial efforts.

2. Is there a map that visually shows the park's space utilization by different entities (FSU, FAMU, City, County, Private Company, etc.)?

There is a map included in packet that shows the buildings by ownership.

3. What is the percentage "ownership" or "voting/Control" by different entities (FSU, FAMU, City, County, Private Company, etc.)?

The Board of Governors of the Authority is comprised of nine (9) members. Each member has one vote. Each affiliated university president (or designee) is a member by state statute.

By the same statute, the Board of County Commissioners appoints the other seven (7) members for four year terms. By a county ordinance, those seven (7) include: the president of TCC (or designee), the mayor (or designee), the county chairperson (or designee) and four local business representatives.

4. What is Innovation Park's mission statement and how often is it re-visited?

The mission statement taken from the enabling legislation (FL ST 159.701) is part of the Authority's strategic plan and reviewed annually.

"The mission of the Leon County Research and Development Authority is to promote scientific research and development, foster economic development, broaden the economic base of Leon County, and finance capital projects, in affiliation with the institutions of higher education."

5. What's the Authority doing to foster entrepreneurialism?

The Authority has developed several programs and works in partnership with numerous economic development organizations. This includes the Technology Commercialization Grant Program, the Technology Incubator at Innovation Park, sponsoring BRITE Idea Invention Camp, working with SCORE, the EDC, FAMU SBDC, TalTech Alliance, Florida's Great Northwest and initiating and hosting a variety of workshops, seminars and networking opportunities.

6. Describe the ongoing plans to leverage ongoing research at the High Performance Materials Institute into manufacturing opportunities (i.e. the work on Bucky Paper)

The park newsletter, website and other marketing materials contain information on all of the research activities at the park. These materials are used by the Authority and the EDC to recruit and promote relationships within the industry. In addition, the Authority awarded Transformational Technologies Innovations, Inc., a Bucky Paper spin-off, a Technology Commercialization Grant in 2008.

7. Some have characterized the Authority as little more than a property management outfit. Is that a fair assessment? If not, why not?

The Authority considers itself an economic development organization that is self funded through its' real estate development operations. The Authority leverages its land and funds to promote economic development activities in Leon County. Two of the county's largest technology firms Danfoss Turbocor Inc. and Elbit Systems of America, Inc. are located here as a result of these efforts.

8. What is the capacity of current staff and leadership to focus on business development?

The Authority has two full-time employees and one part-time property maintenance supervisor. In addition, the Authority contracts for assistance with marketing and public relations efforts. The executive director spends most of her time on the development activities at the research park and the Technology Incubator. In addition, the executive director is actively involved in the state and national incubator and research park associations and has recently attended the National Business Incubator Association (NBIA) Training Institute for certification as an incubator manager.

9. Describe any ongoing plans to collaborate more closely with FSU, FAMU, TCC, and the State of Florida to expand business and recruit companies to the Park.

The Authority and the FAMU SBDC currently co-manage the Incubator at Innovation Park. This was started as a pilot program in space contributed by the Authority. Together, they are interested in exploring with other partners opportunities for expanding the program to serve others locations within the region.

10. What relationship does the Authority want and expect from/with the county?

The Authority is considered a dependent district of the county. Its members wish to continue serving the citizens of the county by assisting with technology related economic development projects. They have limited funds and would welcome the county's support in these efforts.

11. What are the total assets of the Authority?

The Authority has an annual budget of approximately \$1 million dollars, with assets of \$18 million in buildings and cash. The Authority has \$4 million in cash, half of which is reserved for building maintenance.

12. Where does the Authority see itself in 5 or 10 years? What will it take to get there?

The national average for building additions in research parks is approximately 30,000 square feet/year. This is based on the fact that research parks limit occupancy to technology related organizations.

To date, Innovation Park has developed slightly faster than that figure at 40,000 square feet/year. Given these numbers, build out for the current park would be in 15 years. At that time, some of the older buildings will be near the end of their economic usefulness and there will be opportunities for redevelopment.

However, the Authority is looking at options for expanding. Two of Florida's other research park Authority's have established second locations with assistance in the land acquisition process.

13. How much vacant land is available for development at this time?

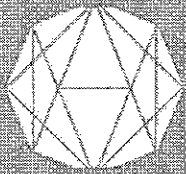
There are 60 acres in the park and an additional 12 acres outside the park available for development.

14. What are the next phased plans when the park is build out?

The Authority is updating its master plan and this is an issue they are currently discussing.

15. What do you need to succeed?

1. Community support and partnerships to expand and develop a cohesive robust community incubator program
2. A speculative commercial building in the park for recruitment of industry
3. Land to expand
4. Assistance/partnerships on grants for energy efficient upgrades to existing buildings.
5. Widening of Orange Ave. to improve access to the park.



INNOVATION PARK

A RESEARCH AND DEVELOPMENT CENTRE

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**LEON COUNTY
BOARD OF COUNTY COMMISSIONERS
INNOVATION PARK PRESENTATION**

Prepared By:

Leon County Research and Development Authority

December 8, 2009

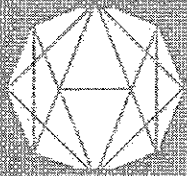
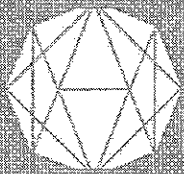


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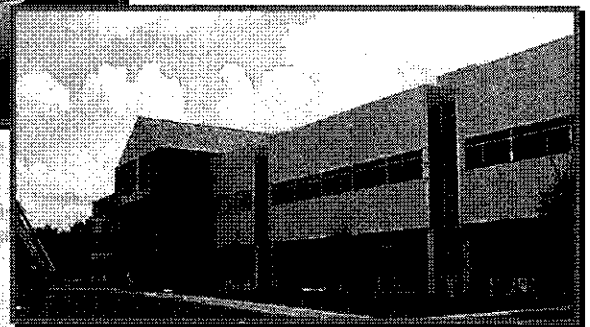
- > Innovation Park 2008-2009 Year in Review
- > Innovation Park Strategic Plan
- > Five Year Capital Improvement Plan
- > Innovation Park Property Ownership Map
- > Economic Impact Report
- > Innovation Park Technology Commercialization Grant Winners Update
- > The Incubator Application Packet
- > Target Industry Collaterals



INNOVATION PARK

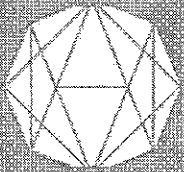
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2008-2009 Year in Review

Promoting Scientific Research and Development,
Broadening the Economic Base of Leon County



2008-2009 Leon County Research and Development Authority Members

Chair

Mr. Thomas Barron
Capital City Bank

Vice Chair

Dr. William "Bill" Law
Tallahassee Community College

Secretary/Treasurer

Ms. Carrie Blanchard
City of Tallahassee

Mr. Ray Eaton
E Group Systems

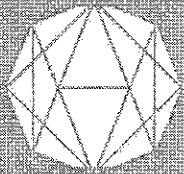
Mr. Joel Friederich
Elbit Systems of America

Mr. Bill J. Hebrock
Hebrock Steiner, Inc.

Dr. Fred Leysieffer
Florida State University

Honorable Bryan Desloge
Leon County Commission

Dr. Larry Robinson
Florida A&M University



Mission and Goals

For the last 12 months, the Authority has been implementing a strategic plan for Innovation Park that is focused on generating additional jobs and economic development projects for Leon County. The Authority's plan, which extends through October 2010, is three-fold - To "Strengthen, Grow and Sell (Recruit for) Innovation Park" based on its mission for Leon County.

Mission

The mission of the Leon County Research and Development Authority (LCRDA) is to work in affiliation with Florida A&M University and Florida State University to promote scientific research and development activities, and to foster economic development and broaden the economic base of Leon County.

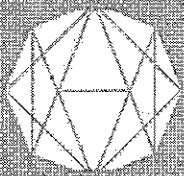
Goal 1: The LCRDA shall support and promote Innovation Park as a statewide and nationally recognized center for creative research and applied technology.

Goal 2: The LCRDA shall maintain and develop funding sources to support the mission and goals of the Authority.

Goal 3: The LCRDA shall promote, support and facilitate applied technology research and development at Florida State University and Florida A&M University.

Goal 4: The LCRDA shall fully develop the technology incubator program to support university technology spin-offs, private start-up businesses and expanding small businesses.

Goal 5: The LCRDA shall take a community leadership role in the research and development field to broaden the economic base of Leon County.



Economic Development

Innovation Park is Leon County's premier economic development project. Since implementing its annual Technology Commercialization Grant Program five years ago, the Authority has awarded more than \$200,000 in grants to 12 local technology-related companies. Each were chosen for growth potential, job creation and commercial success through the development of a wide-range of innovative products and services.

Innovation Park Technology Commercialization Grant Program

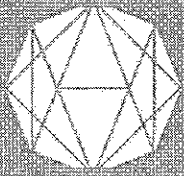
In 2009, three local companies each received \$15,000 grant awards from the Authority to expand its research-based product and/or service into the commercial arena. The winning proposals were chosen based on specific criteria established by the Authority to determine if the technology-related product or service has commercial potential and the ability to create jobs in Leon County.



The 2009 Innovation Park Technology Commercialization Grant Awards Ceremony:
(l-r) Ray Eaton, LCRDA Member; Richard Benham, 2009 Grant award recipient; Greg Dudley, 2009 Grant award recipient; Linda NicholSEN, Innovation Park Executive Director; Tom Barron, LCRDA Chairman; Carrie Blanchard, LCRDA Secretary/Treasurer.

Not pictured, Gustav Ray, 2009 Grant award recipient.

An overview of each company and its product is on the next page.



2009 Technology Commercialization Grant Winners

Elections by the People was established this year to improve the accuracy, security, and integrity of U.S. elections by developing a new and technically advanced voting system that combines the desirable features of a computer based touch-screen system with the reliability of a 100 percent voter- verified paper ballot.

"This is a novel approach that solves many of the problems inherent in voting systems used today," says Richard Benham, executive director of the Elections by the People Foundation. "We believe our non-profit organization and commitment to open source development will restore trust among voters while lowering the cost of operations for state and local officials."

According to Benham, the Foundation is planning to use the grant funds to extend its concept and prototype.

Baycom Diagnostics, Inc. has developed a cost effective diagnostic kit for monitoring and testing feline and canine diabetes. Currently, veterinarians use hand-held glucose meters to test cats and dogs for the potential of diabetes. These meters are a critical part of human diabetes management and often do not work well with small animals. The company's president says veterinarians could administer Baycom's product in a simple, easy test once every 90 days to get an accurate measurement.

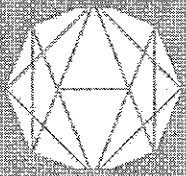
Gustav Ray, president and CEO of Baycom Diagnostics, says the company has operated in a virtual location to conserve costs and will use the grant dollars to establish a corporate office, finalize the product's packaging and design, fund any legal fees, and conduct the necessary Beta testing of the product.

Florida Custom Synthesis, Inc. (FCS) is an organic chemistry company in Tallahassee that serves Florida's emerging biotech industry. Organic chemistry is a critical component of health care and medical research, yet its expertise is not widely available. FCS offers such expertise in the form of consulting, exploratory research, and delivery of premium synthesis of organic compounds needed for the drug discovery process. Companies like FCS have been successful in biotech hotbeds such as California and Massachusetts; the recent influx of biotech companies into Florida creates a growing statewide demand for the services that FCS provides.

"Establishing our business in Tallahassee will support the rapid growth and development of Florida's biotech industry, while creating highly skilled jobs in Leon County," says Gregory B. Dudley, founder of Florida Custom Synthesis, Inc.

Past Award Recipients - Technology Commercialization Grant

Since 2005, the Authority has awarded 14 grants to technology-related businesses. All but two of the grant recipients continue to operate their companies in Leon County.



Strengthening Innovation Park

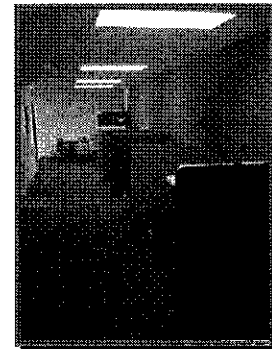
Innovation Park has 16 buildings, including eight which are owned by the Authority. There are approximately 50 organizations located in the park employing more than 2,000 citizens. The Authority's annual operating budget is \$1.1 million, with assets totaling \$18.7 million. The Authority is self-funded through its operations.

In 2009, nearly \$20 million in construction projects at the park were completed, including improvements to the park's amenities and infrastructure, as well as the remodeling and renovation of several buildings.

Other construction projects and improvements at the park include the following:

Incubator Expansion Renovations

The Authority recently completed renovations to expand the incubator space in the Sliger building to accommodate more small companies. The space includes cubicles and offices available through flexible lease options. In addition, broadband internet access was installed in the space.



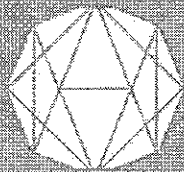
Star Metro Expanded Services



In August 2009, Star Metro expanded services inside Innovation Park after receiving insight and feedback from park tenants interested in public transportation. There are now stops for Star Metro bus service around Paul Dirac. Last October, the Authority partnered with Star Metro staff to survey park tenants and employees to gauge support and feedback for the proposed bus route inside the park. Nearly 80-percent of the people who completed the survey were interested in the bus service.

Other Projects:

- FSU Materials Research Building - New \$17 million facility completed
- Johnson Building -Energy efficient lighting retrofits
- Collins and Phipps Buildings - Interior/Exterior upgrades
- Centennial Building - Upgrades to accommodate research projects



Growing Innovation Park

The Incubator at Innovation Park

The Incubator at Innovation Park is a public partnership between the Leon County Research and Development Authority and the Small Business Development Center (SBDC) at Florida A&M University to create a business environment that fosters financially successful, high-quality companies.



The mission of the Incubator at Innovation Park is to stimulate economic growth in the Capital region by assisting emerging technology-related companies during the critical start-up phase of development. Its goal is to provide incubator clients with resources, "hands-on" assistance and a variety of business development services to help accelerate growth.

Since its inception in 2007, the Incubator has housed six start-up companies and assisted several others virtually.

2009 Incubator Client Profiles

NTB Technologies and Associates

NTB is an integrated network of machine fabrication, materials processing and research design companies with capabilities in proto model, test bed model, and miniaturization of sensor electronics, power systems, GC-MASS Spectrometry Systems, Energy Production, non invasive sensor and medical monitoring systems, and space/defense hardware.

Team Simulations, LLC

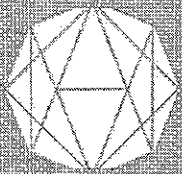
Team Simulations, LLC, is a Florida based company providing simulation software and associated technical support to government and business clients worldwide. They specialize in bringing organizations hands-on learning exercises for planning and responding in times of unprecedented change.

DiscovRx, LLC

DiscovRx, LLC is a pharmaceutical start-up company established in 2005. Karunya Kandimalla, R&D President of DiscovRx, is a professor at the Florida A&M University School of Pharmacy.

Green Phosphor, LLC

Green Phosphor has created a patent-pending data exploration gateway called Glasshouse, which allows teams of people to explore data residing within data warehouses, databases, and spreadsheets. Users can navigate structured data via an intuitive 3-D interface, while benefiting from the rich collaborative experience offered by virtual world technology.



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Selling Innovation Park

Increasing Exposure to Target Industries/Decision-Makers

To attract and recruit companies to Innovation Park, the Authority took a leadership role and exposed the park, its tenants and partners to key decision makers, federal agencies, small business grant funders and members of the Florida Business Incubation Association. The result is increased awareness of Leon County's R&D community on the state and national level.

BUILD YOUR DREAM FACILITY

- ☒ High Tech R&D
- ☒ Permit Ready

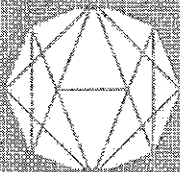
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(850)575-0343 | WWW.INNOVATION-PARK.COM

Innovation Park staff frequently conducts and hosts seminars, programs and presentations for area business groups, entrepreneurs, researchers and university faculty/staff to develop partnerships and identify opportunities to boost economic development in Leon County.

In 2009, several tenant events supported by the Authority attracted Congressman Allen Boyd and Governor Charlie Crist to Innovation Park.





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Below is an overview of other activities the Authority participated in to gain new insight and leads to attract new businesses to Innovation Park:

Florida Business Incubation Association Annual Meeting – The annual meeting of this organization provided Innovation Park staff with the opportunity to discuss the state of incubation in Florida and to learn best practices to implement here. The Authority is a member of this organization, which provides regular updates from member incubators around Florida and the opportunity to network. Staff from the SBDC at FAMU also attended.

AURP Annual Conference – The Association for University Research Parks held its annual meeting in Florida last November, offering Innovation Park staff the opportunity to meet with other research park directors and leaders from around the world to learn best practices. Innovation Park has been featured in the AURP e-newsletter for the Technology Commercialization Grant Program. Innovation Park has been a member of AURP since 1987.

National Business Incubator Association Conference – Held in Kansas City, park staff used this opportunity to take classes for certification in Incubator Management.

ENERGY
at Innovation Park

A growing research and development cluster supporting infrastructure for power generation and transmission, research in high-voltage, energy storage, and energy conversion, and energy systems, and supported by high-level academic research, Innovation Park is the ideal location for energy research and development. The center is located in the heart of the University of Florida campus, providing easy access to the state's premier research and development facilities.

Premier Energy Tenants
The Center for Advanced Power Systems is a joint venture of Florida State University, the University of Florida, and the University of South Florida. The center is located in the heart of the University of Florida campus, providing easy access to the state's premier research and development facilities.

The National High Magnetic Field Laboratory is a joint venture of the University of Florida, the University of South Florida, and the University of Tennessee. The center is located in the heart of the University of Florida campus, providing easy access to the state's premier research and development facilities.

The Center for Advanced Power Systems is a joint venture of Florida State University, the University of Florida, and the University of South Florida. The center is located in the heart of the University of Florida campus, providing easy access to the state's premier research and development facilities.

Innovation Park is a growing research and development cluster supporting infrastructure for power generation and transmission, research in high-voltage, energy storage, and energy conversion, and energy systems, and supported by high-level academic research. Innovation Park is the ideal location for energy research and development.

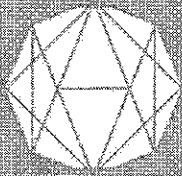
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3303 12th Avenue S.E. Tallahassee, FL 32310
www.innovationpark.com

Target Industry Recruitment

The Authority is a partner in the Tallahassee-Leon County Economic Development Council's (EDC) Project Tomorrow initiative to recruit new companies to this community. To ensure that Innovation Park is highlighted as a premier location for potential businesses, the Authority worked with the EDC to develop marketing materials about Innovation Park to include in proposals that are now submitted electronically per industry standards. The marketing materials target specific industries, which may find synergy and partnerships with the existing tenants. These areas include Manufacturing, Information Technology, Life Sciences and Energy.

These materials allow the EDC to customize its electronic proposals based on the needs of the potential company interested in re-located or building in Leon County.



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Marketing/Public Relations

The Authority and Innovation Park staff worked with its public relations team and the tenants to identify opportunities to secure paid advertising in target publications, and to generate story placements that promote the research park.

Florida Trend Ad – June 2009

Beautiful

A spectacular natural setting. An on-site tech incubator. Top-notch university and commercial R&D. Innovation Park offers businesses room and resources to grow.

Join leading technology innovators from around the globe, like the National High Magnetic Field Laboratory, Danfoss Turbocor and the FSU Materials Research Center. Innovation Park. A beautiful choice for business.

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www.innovation-park.com

Innovation Park in the News

January 2009 - Grants help get tech to market

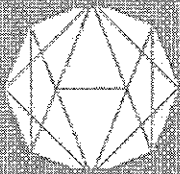
By Dave Hodges, *Tallahassee Democrat*

Local entrepreneurs and researchers with a product or service for the commercial market can apply for the Leon County Research and Development Authority's Innovation Park Technology Commercialization Grants program.

February 2009 - FSU opens cutting-edge research building

Tallahassee Democrat online

Florida State University has unveiled what it hopes is only the first in a series of new, state-of-the-art facilities at Innovation Park.



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February 2009 - Tallahassee officials hope to lure company to Tallahassee

By Jeff Burlew, *Tallahassee Democrat*

A company that produces medical devices is considering setting up shop in Tallahassee, and if the deal goes through, it would bring an expected 250 jobs over five years paying an average of \$45,000 a year... If approved by local government, both the city and county would pay a little more than \$2.8 million. Innovation Park would pay \$2 million, which includes the land, and construction business Sperry and Associates would pay \$500,000.

April 2009 - Tallahassee company participates in Nat'l Walk @ Work Day

By Will Brown, *Tallahassee Democrat*

Susanne Stephens and Kathy Adderley sprinted the last few meters, their legs churning like pistons, their lungs filled with Tallahassee's warm spring air. Stephens and Adderley were among the 280 employees within the Tallahassee operations of Elbit Systems of America to participate in the third annual National Walk @ Lunch Day, which is the last Wednesday in April... The ladies said the sprinting at the end was a joke, as they wanted their colleagues to believe they ran the entire mile around Innovation Park on their lunch break.

May 2009 - Panel to weigh market potential of FSU research projects

By Dave Hodges, *Business Matters*

The FSU Office of Research will review this morning the latest candidates for the university's Grant Assistant Program, which offers funds to help commercialize technology derived from the latest applied research... Today's GAP meeting in Innovation Park is the latest in a competition held every six months to allocate the funding based on proposals submitted by the FSU researchers. A total of six proposals are expected to be presented this morning.

May 2009 - FAMU pitches fusion-energy project

By Doug Blackburn, *Tallahassee Democrat*

Joseph Johnson III went from soft-sell to harder-sell in a matter of minutes Tuesday morning. Johnson, director of Florida A&M University's Center for Plasma Science and Technology, believes his team may hold the keys to the nation's energy dilemma... Now the university needs an additional \$10 million - \$11 million to fund the project, Johnson told Congressman Allen Boyd (D-Monticello), who was touring the facility in the Centennial Building at Innovation Park.

May 2009 - FAMU Research in Physics Hopes to Uncover New Energy Source

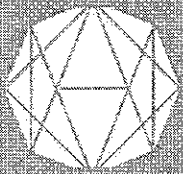
WCTV-TV Channel 6 CBS

According to science researchers at Florida A&M University (FAMU) Center for Plasma Science and Technology (CePaST) in Innovation Park, our national security is in jeopardy unless we develop new energy sources. The planet is at risk of CO2 suffocation unless we discover clean energy alternatives, which is the focus of a new research project at FAMU.

June 2009 - Firms awarded technology commercialization grants

By Dave Hodges, *Tallahassee Democrat*

An organic-chemistry firm, a medical-testing business and a nonprofit foundation developing a new voting system were the recipients Tuesday of the 2009 Technology Commercialization Grants, presented by the Leon County Research and Development Authority.



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June 2009 - Mag Lab a lunchtime hot spot: Inaugural tour draws about 100 residents to center

By Reginald Alceus, *Tallahassee Democrat*

The National High Magnetic Field Laboratory staff witnessed a resounding turnout during its first luncheon tour Wednesday. About 100 visitors of every age and background toured the facilities inside Innovation Park, 1800 E. Paul Dirac Drive. The lunchtime tours begin at 11:30 a.m. and last approximately one hour.

June 2009 - Leon High Gets Money and Energy Saving Chiller

By Tara Herrschaft, *WCTV-TV Channel 6 CBS*

Crews are working hard to install this new smart chiller at Leon High School. The chiller is essentially an advanced air conditioning unit. Not only is it energy efficient, by reducing carbon emissions by 125 tons a year, but it saves money too. "Oil free is the future. So this is sort of leading the future and I think oil free will become a more standard product," said Ron Conry, with Danfoss Turbocor Compressors Inc. And even better, this chiller is made in Tallahassee at Innovation Park.

July 2009 - StarMetro Route Changes Effective August 1

WCTV-TV Channel 6 CBS

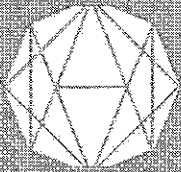
StarMetro, the City of Tallahassee's mass transit system, will change several routes effective Saturday, August 1. These include the addition of two new routes and revisions to eight existing routes. The changes also include the elimination of four routes, but by consolidating the overall system, passengers will be accommodated through use of the new or existing routes. Route 20 – revised to serve the High Magnetic Laboratory and adjacent offices in the Innovation Park complex; also adds an additional stop for Florida State University's Alumni Village.

August 2009 - Governor tours 'green' plant

By Bill Cotterell, *Pensacola News Journal/Tallahassee Democrat*

Gov. Charlie Crist, exercising the incumbent's power to get publicity just by showing up, toured an advanced compressor technology plant today and talked about stimulating the economy while producing "green" jobs that help protect the environment. "What better place for an air-conditioning company to be, than Florida?" Crist said with a smile as he sat down with executives of Danfoss Turbocor, which makes centrifugal compressors for industrial air conditioning and refrigeration systems in Tallahassee's Innovation Park area.





INNOVATION PARK

A RESEARCH AND DEVELOPMENT CENTRE

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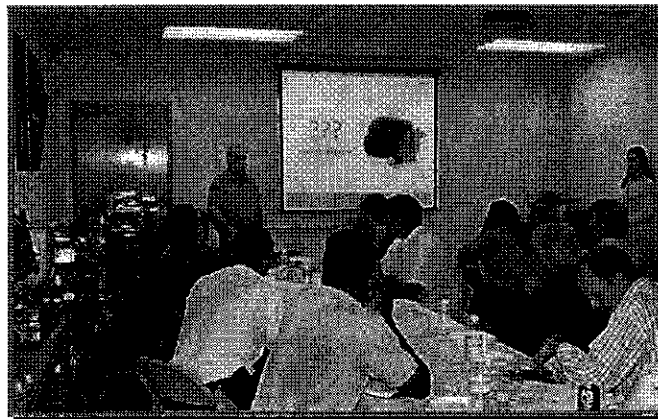
Community/Tenant Relations

The Authority is committed to its tenants and the neighborhoods around Innovation Park. Throughout the year a number of activities are held to engage park employees and support our neighbors. Events such as the quarterly Lunch and Learn workshops, the bi-annual Golf Fiasco at the Seminole Golf Course, the annual Holiday Craft Show and on-going fitness classes provide social and networking opportunities for Innovation Park employees and visitors.

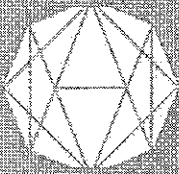
Golf Fiasco



Holiday Craft Show



Lunch and Learn Workshops



INNOVATION PARK

A RESEARCH AND DEVELOPMENT CENTRE

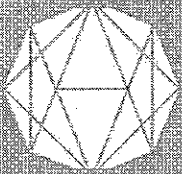
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Looking Ahead in 2010

The Leon County Research and Development Authority will seek to increase resources and identify opportunities to help boost the local economy and facilitate small tech business development. This will require stronger support and increased partnerships with the park tenants, City and County Government entities, University researchers and personnel, as well as R&D organizations and programs in this community.

Below are the areas where the Authority sees future growth and economic development opportunities:

- **The Incubator at Innovation Park**
 - Client Recruitment
 - Increasing Community Partners/Supporters
- **Economic Development**
 - Continuation and/or expansion of the Innovation Park Technology Commercialization Grant Program
 - New Tenant Recruitment
 - Working with Economic Development partners to identify and secure prospects
- **Capital Improvements**
 - Facility Upgrades
 - PUD Update



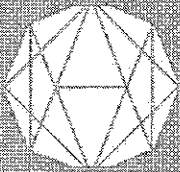
2008-2010 Innovation Park Strategic Plan Mission, Goals, Objectives, and Actions

The mission of the Leon County Research and Development Authority (LCRDA) is to work in affiliation with Florida A&M University and Florida State University to promote scientific research and development activities, and to foster economic development and broaden the economic base of Leon County.

Strengthen

Goal 1: The LCRDA shall support and promote Innovation Park as a statewide and nationally recognized center for creative research and applied technology.

- **Objective 1.1: Develop and update the Innovation Park infrastructure and facilities to appeal to the technology sector.**
 - Action 1.1.1: Prepare and adopt a Five-Year Capital Improvement Program (CIP) and update annually to include building and infrastructure improvements.
 - Action 1.1.2: Review PUD and DRI status and develop plan to maximize development of remaining lots in Innovation Park.
 - Action 1.1.3: Establish relationships with tenant support services and third party developers to enhance Park infrastructure.
 - Action 1.1.4: The LCRDA will work to implement and support cost-effective strategies to improve energy efficiency and reduce greenhouse gas emissions at Innovation Park facilities.
- **Objective 1.2: Create and facilitate opportunities to enhance Innovation Park amenities.**
 - Action 1.2.1: Develop and host events and activities to engage existing tenants.
 - Action 1.2.2: Promote Innovation Park amenities and events to attract potential tenants.



■ **Objective 1.3: Review and evaluate restructuring administrative staff responsibilities to support the goals of the LCRDA.**

- Action 1.3.1: Appoint a sub-committee to establish objectives and action steps.
- Action 1.3.2: Develop an organizational chart to include job descriptions and budget expenditures.

Goal 2: The LCRDA shall maintain and develop funding sources to support the mission and goals of the Authority.

■ **Objective 2.1: Fund, finance, and refinance capital projects and buildings at Innovation Park.**

- Action 2.1.1: Work with existing tenants to finance capital improvements to facilitate research expansions.
- Action 2.1.2: Fund an annual reserve fund for buildings and infrastructure.

■ **Objective 2.2: Seek alternative funding such as grants and partnerships to enhance the Authority's mission and goals.**

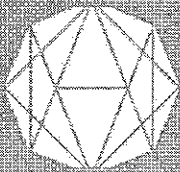
- Action 2.2.1: Identify and apply for relevant public and private grants.

Grow

Goal 3: The LCRDA shall promote, support and facilitate applied technology research and development at Florida State University and Florida A&M University.

■ **Objective 3.1: Support technology transfer and commercialization activities between the Universities and private industry.**

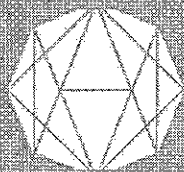
- Action 3.1.1: The Authority will fund the Technology Commercialization Grant program at \$45,000 per year through 2010.



- Action 3.1.2: Partner with the Technology Transfer Offices of the Universities to provide programs and resources for entrepreneurship and commercialization.
- **Objective 3.2: Develop programs to encourage students in grades 9-12 to seek studies and/or careers in science and research technologies.**
 - Action 3.2.1: Support mentor opportunities that match local high school students interested in science and technology careers with researchers at Innovation Park.
 - Action 3.2.2: Support local educational related programs that promote careers in technology and entrepreneurship.

Goal 4: The LCRDA shall fully develop the technology incubator program to support university technology spin-offs, private start-up businesses and expanding small businesses.

- **Objective 4.1: Expand the facilities and amenities of the incubator program.**
 - Action 4.1.1: Locate existing facilities within the Park and community and/or evaluate the feasibility of constructing a new building.
 - Action 4.1.2: Enhance amenities offered by the Park with increased availability of customized space (i.e. lab space).
- **Objective 4.2: Enhance the services offered by the incubator program.**
 - Action 4.2.1: Partner with the universities, government and economic development agencies to secure additional resources and to identify potential clients.
 - Action 4.2.2: Survey partners and clients to determine the client needs from the incubator program.



■ **Objective 4.3: Seek funding for facilities and operations of the incubator.**

- Action 4.3.1: Research local and national grant and other funding options available.

Sell/Recruit

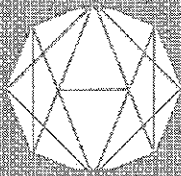
Goal 5: The LCRDA shall take a community leadership role in the research & development field to broaden the economic base of Leon County.

■ **Objective 5.1: Partner with FAMU, FSU, Leon County, City of Tallahassee, the EDC and other partners to establish current and emerging R&D opportunities.**

- Action 5.1.1: Maintain an aggressive public relations and marketing campaign to promote the Park, its tenants and the activities of the LCRDA.
- Action 5.1.2: Engage partners to utilize resources to grow local and regional companies.
- Action 5.1.3: Participate in recruitment activities to attract national and international target industries to Innovation Park and Leon County.

■ **Objective 5.2: Establish one additional applied technology enterprise within Leon County sectors by 2010.**


- Action 5.2.1: Work with partners to offer community economic incentive packages to grow and attract private and public R&D entities.
- Action 5.2.2: Participate with and support the EDC effort to recruit technology-based enterprises to the community and Innovation Park.



INNOVATION PARK

A RESEARCH AND DEVELOPMENT CENTRE

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 INNOVATION PARK A RESEARCH AND DEVELOPMENT CENTRE								
BOG Adopted September 20, 2005			Leon County Research & Development Authority					
DRAFT UPDATE October 6, 2009			Five Year Capital Improvement Plan					
Innovation Park Tallahassee			FY 2009/2010 to FY 2013/2014					
Project No	Project		2009-10	2010-11	2011-12	2012-13	2013-14	Total
1	Park Signage/Wayfinding Updates (Action 2.1.2)		0	10,000	10,000	0	0	\$20,000
2	Building Rehab (Action 2.1.2, Action 1.1.4)		165,500	150,000	150,000	150,000	150,000	\$765,500
3	Park Amenities Design and Programming Plan Meeting areas, seating, lighting, minor landscaping (Action 1.1.1)		40,000	20,000	0	0	0	\$60,000
4	Multiuse Trail Survey, Design, Permitting & Amenities Plan Design Lake Walking Trail, Dock Replacement (Action 1.1.1, Action 2.2.1)		90,000	40,000	40,000	0	0	\$170,000
5	Park Amenities Multiuse Trail Construction Construction and installation of amenities (Action 1.1.3)			150,000	150,000	0	0	\$300,000
6	Joint Use Center (Incubator, Accelerator) (Action 4.1.1, Action 4.1.2)		100,000	100,000	100,000	80,000	50,000	\$430,000
7	PUD/DRI (Action 1.1.2)		80,000	20,000	0	0	0	\$100,000
8	Design & Permit Western Stormwater Facilities (Action 1.1.2)		0	40,000				\$40,000
9	Western Stormwater Pond Construction (Action 1.1.2)		0	125,000				
10	Stormwater Study Central Basin (Action 1.1.2)			8,000				
11	Stormwater Upgrades and Repairs (Action 1.1.2)		0	10,000	10,000			
12	Landscaping/Park Beautification (Action 2.1.2)		0	75,000	75,000	10,000	10,000	\$170,000
13	TBD		0	0	25,000	25,000	25,000	\$75,000
Total Outlay			475,500	748,000	560,000	265,000	235,000	\$2,283,500
Capital Reserve Fund - Balance 05-09 (Action 2.1.2)		1,150,000	250,000	150,000	150,000	150,000	150,000	\$2,000,000
Note: Actions listed above are taken from Mission, Goals, Objectives and Actions Adopted @ 7/19/05 BOG meeting								



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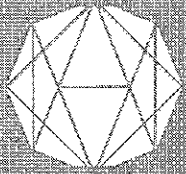
TENANT BUILDING DIRECTORY	SITE ADDRESS	BUILDING ID
FSU RESEARCH FOUNDATION - A	2000 LEVY AVE	1
FSU RESEARCH FOUNDATION - B	2010 LEVY AVE	2
DANFOSS TURBOCOR COMPRESSORS	1769 W PAUL DIRAC DR	3
COLLEGE CENTER FOR LIBRARY AUTOMATION	1753 W PAUL DIRAC DR	4
COLLEGE CENTER FOR LIBRARY EXPANSION	1630 W PAUL DIRAC DR	4a
TALL-COM INDUSTRIES	1721 W PAUL DIRAC DR	5
CENTRENNIAL BUILDING	2077 E PAUL DIRAC DR	6
COLLINS BUILDING	2051 E PAUL DIRAC DR	7
MORGAN BUILDING	2035 E PAUL DIRAC DR	8
SLIGER BUILDING	2035 E PAUL DIRAC DR	9
JOHNSON BUILDING	2035 E PAUL DIRAC DR	10
SHAW BUILDING	2031 E PAUL DIRAC DR	11
PHIPPS BUILDING	2007 E PAUL DIRAC DR	12
NATIONAL HIGH MAGNETIC FIELD LAB	1800 W PAUL DIRAC DR	13
NORTHWEST REGIONAL DATA CENTER	2048 E PAUL DIRAC DR	14
KNIGHT ADMINISTRATION CENTRE	1735 W PAUL DIRAC DR	15
FSU MATERIAL RESEARCH	2005 W PAUL DIRAC DR	16
AEROPROPULSION MECHATRONICS AND ENERGY	2005 W PAUL DIRAC DR	17



Building Ownership

 Authority  City/Authority  FSU/FSURF  Private

 Kimley-Horn
and Associates, Inc.



INNOVATION PARK ECONOMIC IMPACT ANALYSIS SEPTEMBER 2007

Economic Impact Input(s)

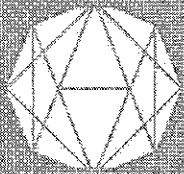
- Innovation Park Number of Employees (1,733 as of 09/28/07)
per Business Category
- Innovation Park Business Category in North American Industrial
Classification Code (or NAICS) See:
<http://www.census.gov/epcd/www/naics.html>

Annual Economic Impact Results for Innovation Park, Leon County, Florida (in 2007 dollars)

- Output (salary and/or revenue) = \$399,211,354 or \$400 million
- Employment = 2,997 jobs
- Labor Income (salary & benefits) = \$185,582,285

**Results include direct, indirect and induced impacts.*

Prepared by the Center for Economic Forecasting and Analysis
Julie Harrington, Ph.D., Director
Florida State University



Innovation Park Technology Commercialization Grant Program 2005-2008 Award Recipient Update

In 2005, the Leon County Research and Development Authority launched a grant program to support local companies developing innovative products and services that demonstrate potential for commercial success, business growth and job creation. Since implementing the annual Innovation Park Technology Commercialization Grant Program, the Authority has awarded 14 grants totaling more than \$200,000 to 12 local technology-related companies. All but two of the grant recipients continue to operate their companies in Leon County.

2005 Grant Winners

Company: Innovations, Inc.

Principal: Dr. Lonnie Draper, President

Grant Award: \$15,000

Product/Service Description: Automated Medication Delivery System

Fund Use: To develop the prototype for a labeling machine for his system.

Company Update: The company has grown from 2 employees to 12. It has since developed a second product: Medical record-sharing software. The company also changed its name to Avocare.

Company: nanoStrata, Inc.

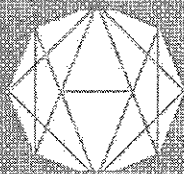
Principal: Joe Schlenoff, President

Grant Award: \$15,000

Product/Service Description: Robotic Multilayering Technology. The company manufactures a robot that automatically dips sample materials into a series of coating solutions in a process called multilayering.

Fund Use: To secure working space at Innovation Park to enhance the operation of the robotic system.

Company Update: The company is located in the Innovation Park Administration Center. It has improved its product (version 6) and hired part-time engineering students and circuit board assembler.



2006 Grant Winners

Company: Intellectual Property Solutions, Inc

Principal: Tanaga Boozer, President

Grant Award: \$15,000

Product/Service Description: Virtual Technology Transfer Office (VTTO), a website that links small businesses with service providers that offer assistance with patents, contracts, business plans, marketing and prototype development. The VTTO reduces the cost, time and effort for procuring certain specialized services by creating a virtual meeting place for user and service providers to request and perform certain services.

Fund Use: To enhance the on-line experience by adding a voice-enhanced feature designed with faces and figures that interact with users.

Company Update: The company has shifted its focus from the virtual tool to classroom training. IPS recently offered two Intellectual Property Courses in Tallahassee—Patents for Beginners and Advanced Patenting and Licensing.

Company: Tai-Yang Research Company (TYRC)

Principal: Scott Marshall, Principal Engineer

Grant Award: \$15,000

Product/Service Description: High-temperature superconducting magnets

Fund Use: To expand its high-temperature superconducting magnet and current leads manufacturing technologies. According the Marshall, the grant will leverage funding from two NASA Phase II Small Business Innovation Research (SBIR) contracts to deliver four novel magnet systems for a revolutionary electric space propulsion system.

Company Update: The company is located at Innovation Park. In 2009, Tai-Yang was awarded two SBIR federal grants totaling \$670,000.

Company: Innovations, LLC

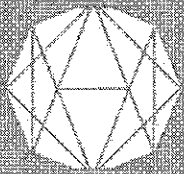
Principal: Dr. Lonnie Draper, President

Grant Award: \$15,000

Product/Service Description: ATM-style dispenser of prescription medications

Fund Use: To develop the system's robotic mechanism

Company Update: See above



2007 Grant Winners

Company: Comm-Engines

Principal: Todd Franklin, President

Grant Award: \$15,000

Product/Service Description: Comm-Engines has designed and patented an anti-shoplifting device using radio frequency technology that will be affordable for small retail stores.

Fund Use: Mechanical design and prototyping, a manufacturing test station, and website upgrades.

Company Update: The company was unsuccessful in finding venture capital in Tallahassee and has relocated to South Florida to continue operations.

Company: DiscovRx, LLC

Principal: Karunya Kandimalla, President

Grant Award: \$15,000

Product/Service Description: pharmaceutical start-up company

Fund Use: To secure office and lab space and develop marketing materials, such as a website and brochures.

Company Update: The company has established a lab in the Incubator.

Company: Seva Technologies

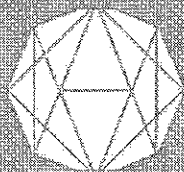
Principal: Jim Tillman, President

Grant Award: \$15,000

Product/Service Description: The information technology firm specializes in the development of database-driven web-enabled software application for data collection, analysis and reporting. The Tallahassee-based company developed a software package for the Leon County Sheriff's office, which is now being adapted and marketed to other criminal justice agencies in Florida.

Fund Use: To fund hardware and software costs, internet hosting services and technical subcontracting assistance.

Company Update: In 2008, Seva Technologies, LLC was named by Inc. Magazine as one of America's 5000 fastest growing companies. It employs 28 people.



INNOVATION PARK

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2008 Grant Winners

Company: TEAM Simulations, LLC

Principal: Janet Dilling, President

Grant Award: \$15,000

Product/Service Description: Company was founded to commercialize technology created at the Florida State University Center for Disaster Risk Policy. Its principle product, the Tabletop Exercise System Technology (TEST), is the first of its kind, computer-based tabletop exercise system that simplifies the development, delivery, and after-action reporting of tabletop exercises and management simulations. The software has been used to train and exercise over 900 agencies and over 5000 federal, state and local government officials.

Fund Use: The company planned to use the grant funds to purchase equipment, needed to develop a supplemental Web utility application, as well as spending some funds on marketing materials.

Company Update: The company is located in the incubator. It has developed two software products and contracted with a reseller to market the products.

Company: Comm-Engines, Inc

Principal: Todd Franklin

Grant Award: \$15,000

Product/Service Description: see above

Fund Use: see above

Company Update: See above

Company: Transformational Technologies Innovations, Inc

Principal: Dr. Amrita Kumar, the Director of Business Development for FSU's HPMI

Grant Award: \$7,000

Product/Service Description: The company was founded to commercialize advanced macro level nanotechnology materials such as BuckyPaper. Pioneered by Florida State University's High-Performance Materials Institute (HPMI), BuckyPaper is a novel paper-like substance formed with carbon nanotubes or nanofibers.

Fund Use: The company only withdrew a portion of the grant award to fund legal and/or accounting needs for the company.

Company Update: The company's efforts to build a contractual relationship with FSU to advance the commercialization of BuckyPaper was not successful. TTI has ceased operations.

The Incubator at Innovation Park



INNOVATION PARK
A RESEARCH AND DEVELOPMENT CENTRE



Program Overview

The Incubator at Innovation Park is a public partnership established by the Leon County Research and Development Authority (LCRDA) and the Small Business Development Center (SBDC) at Florida A&M University to create a business environment that fosters financially successful, high-quality technology-related companies in the community.

The mission of the Incubator at Innovation Park is to stimulate economic growth in the Capital region by assisting emerging technology-related companies. Its goal is to provide Incubator clients with resources, "hands-on" assistance and a variety of business development services to help accelerate growth.

The Incubator at Innovation Park provides a nurturing environment, characterized by individualized technical assistance and services for start-up and emerging companies during their first years of development. Through the varying levels of Incubator membership offered, technology-related businesses can apply to access guidance and support services on an as-needed basis, or decide to seek up to a full range of SBDC services to fulfill their company's needs.

By coordinating services and encouraging small companies to share space, resources and experiences, the Incubator and its network of business and economic development partners can minimize the risk that typically hamper new and emerging companies.

Screening

Applicants will submit their applications to the Incubator at Innovation Park. The staff, comprised of professionals from all areas of business development, will screen the applicants and determine each applicants needs.

To further coordinate efforts and create partnerships an advisory board has been created from members of the local community. Representatives from the financial, legal, business and networking arenas are members of the board.

Criteria for Participation

Prospective technology firms wishing to become a part of the incubator program will be evaluated on the following criteria:

- The prospect has a capable, motivated and professional entrepreneurship team
- The prospect is capable of making a significant and sustained contribution to the region's economic growth as indicated by the quality and quantity of jobs created, capital investment, return on investments, market share and creation of regional community wealth
- The prospect is able to demonstrate a need for being in the incubator environment and the services provided through the incubator partners



In addition, a prospect seeking full membership will be subject to the following:

- The prospect presents a comprehensive, well-conceived business feasibility plan which outlines the market potential as well as challenges
- The prospect has access to financial resources to support business operations through the first year

Target Industries

The incubator is actively seeking technology-related firms and university related spin off companies as incubator clients. Scientific, engineering, technology related companies, along with technology service providers, will be considered.

Services

Clients of the Incubator at Innovation Park can receive a variety of support services.

The Small Business Development Center will provide:

- Business development and consulting
- Business workshops and seminars
- Financial services
- Networking opportunities
- Clerical support/Receptionist
- Access to LCD projector and laptop
- Web site links to Innovation Park and SBDC at FAMU homepages

Innovation Park will provide:

- Short term/flexible leases
- Rent subsidies to qualified clients
- Marketing & public relations
- Networking opportunities with established private industries, universities, and support services
- Access to competitive grant money
- Furnished offices & conference space
- Free parking

Evaluation

Each tenant participating in the full membership program will submit a brief progress report quarterly for review by the certified business analysts at the SBDC. Annually, the business will be subjected to a review with the Advisory Group. The form of the review will be in a presentation of progress and supplemental information.



Business Assistance Process

Welcome to the Incubator at Innovation Park. We wish you great success in your new business and pledge to help you achieve it. To facilitate business development, we provide a program of training, counseling, and other forms of business assistance. Your partners in this process are the Leon County Research and Development Authority (LCRDA) and the Small Business Development Center (SBDC) at Florida A&M University. There are two types of memberships, affiliate and full. A business counselor from the SBDC is available to meet with a company to discuss which membership is best suited for their business. A description of each membership is listed below.

Affiliate Membership

Businesses further along in their business development may choose to become an affiliate member. Affiliate memberships allow businesses to participate in classes, workshops, and individual counseling, at their discretion. Affiliates are required to complete an application and undergo an initial assessment at the SBDC.

Full Membership

Those businesses choosing a full membership will receive a more structured range of services, beginning with the initial application.

Initial Application

Upon initial submission of the application, a business plan or feasibility proposal will need to be submitted for review. Those businesses without a business plan will need to complete a feasibility proposal as part of the application process. This document should contain:

- A description of the business idea
- Definition and information on the potential market
- Barriers to start-up and mitigation, and
- Actions required to start and operate the business.

An outline for the feasibility plan is included in this packet.

Needs Assessment

The SBDC will work with the business and conduct a needs assessment to identify those actions required to produce or update their business plan before a six month milestone. In addition, the SBDC will meet with the business monthly to discuss their progress, and answer any questions.



Core Training

Unless exempted by the needs assessment, full-service clients will need to complete core training workshop requirements including:

- Starting A Business
- Business Plans
- Marketing, and
- Developing Financial Projections

Additional training may be required on an as-needed basis.

After six months of admission into the program, businesses will be expected to showcase their achievements, complete core training workshop requirements unless exempted by a business advisor, and develop or update their business plan. Failure to complete these milestones could result in a decision to retain or release the business from the incubator program.

Quarterly Monitoring of Progress

After the six-month milestone, the counselor will work with the tenant to identify continuing needs, and at a minimum, the business will be required to submit quarterly a brief progress report to incubator staff and the SBDC.

Rent Subsidies

Only those companies participating in the full membership program are eligible for rent subsidies. Clients will be reviewed quarterly and as they grow, are expected to move to a full market rate.

Business Plan Development

The business will be expected to produce a business plan and undergo an internal review of the document by the SBDC.

Annual Reviews

Businesses will be subject to an annual review with an Advisory Group. The review will include a presentation of progress by the tenant and supplemental information.

With the recommendations of the Advisory Group, actions could be taken to:

- Continue to foster existing goals
- Set new goals for the business
- Adjust rents to reflect income levels
- Graduate the company
- Other actions



Graduation

All departing companies will be asked to complete a report of participation in the Incubator. This report could include:

- Jobs created
- Revenues generated
- Capital obtained, or
- Suggestions for operation of the program.





Feasibility Plan Outline

A feasibility plan is an initial evaluation of a business idea. Unlike a business plan, the feasibility plan is designed to assist us in forming an opinion as to whether we intend to pursue the idea. At the conclusion of the analysis, we seek a yes/no answer as to whether we should continue. If we elect to continue, the idea may be further developed in a business plan that will also become an operational plan upon opening the business.

The feasibility plan should include:

The business idea

This should be stated in easy to understand terms that not only explain the idea but also provide information on how it benefits customers. It should not be written in technical language.

The market

This section provides information on market potential. It describes the target customer and provides information on location and size of market. It includes information on customer wants and how our idea satisfies those requirements. Current competition for this market is discussed and we explain why we believe these customers will buy from us. Lastly, it provides information on how we will inform customers about our services or products.

Barrier analysis

A barrier is anything that prevents us from starting the business. This section begins with a description of operations including production and then identifies what must be done to accomplish that. Any additional barriers such as regulation, intellectual property protection, or financing are also discussed. A mitigation strategy should be specified for each barrier.

Actions

Actions are any steps required in order to open the business. Action steps are identified along with dates and responsibilities.



Sample Incubator Tenant Profiles

Team Simulations, LLC.

Team Simulations, LLC., is a Florida based company providing simulations software and associated technical support to government and business clients worldwide. They specialize in bringing organizations hand-on, practical learning exercises for planning, responding and leading in times of unprecedented change.

DiscovRx, LLC.

DiscovRx, LLC is a pharmaceutical start-up company established in 2005. Karunya Kandimalla, R&D President of DiscovRx, is a professor at the Florida A&M University School of Pharmacy.

NeuTech Biological Systems and Association

NTB is an integrated network of machine fabrication, materials processing and research design companies with capabilities in proto model, test bed model, and miniaturization of sensor electronics, power systems, GC-MASS Spectrometry Systems, Energy Production, non invasive sensor and medical monitoring systems, and space/defense hardware.





Contact Information

For more information about the Incubator at Innovation Park please contact:



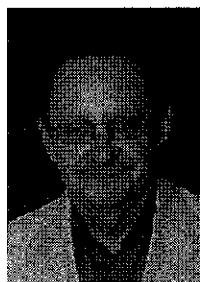
Linda Nichol森

Innovation Park, Executive Director
Incubator at Innovation Park, Director of Operations & Facilities
Phone: (850) 575-0343/Fax: (850) 575-0355
lnichol森@inn-park.com



Robert Nixon

The Small Business Development Center at FAMU, Executive Director
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Application for Admission

Name _____

Street Address _____

City _____ State _____ Zip _____

Telephone _____ Fax _____

E-mail _____

Name of Business _____

Is your business ____ new or ____ existing?

If existing business:

Years of Operation _____ Number of Employees _____

Street Address _____

City _____ State _____ Zip _____

Telephone _____ Fax _____

Is your business a ____ proprietorship, ____ partnership, ____ corporation, or ____ LLC?

Principal (proprietor/president/CEO), partners, or major shareholder:

Name _____

Street Address _____

City _____ State _____ Zip _____

Telephone _____ Fax _____

E-mail _____

Description of business, products/services, target market, competitors:

Business activity to be undertaken at the incubator:



Page 2- Incubator Application

Reason(s) for seeking incubator space

Administrative space required (sq. ft.): _____ Manufacturing space required: _____
Requested occupancy date: _____

Special facility requirements (phone lines, fax line, internet, etc.):

Potential incubator assistance requirements:

<input type="checkbox"/> Receptionist	<input type="checkbox"/> Management
<input type="checkbox"/> Secretarial/Clerical	<input type="checkbox"/> Accounting
<input type="checkbox"/> Legal	<input type="checkbox"/> Financial
<input type="checkbox"/> Marketing	<input type="checkbox"/> Production
<input type="checkbox"/> Technical	<input type="checkbox"/> Other

Initial capitalization estimate:

☐ \$0-\$50,000 ☐ \$50,000-\$100,000 ☐ \$100,000-\$150,000 ☐ Over \$150,000

Employment estimate:

At the time of occupancy:	<input type="checkbox"/> Full-time	<input type="checkbox"/> Part-Time
After six months:	<input type="checkbox"/> Full-time	<input type="checkbox"/> Part-Time
After one year:	<input type="checkbox"/> Full-time	<input type="checkbox"/> Part-Time
After three years:	<input type="checkbox"/> Full-time	<input type="checkbox"/> Part-Time

Signed _____ Date _____

Through the varying levels of Incubator membership offered, technology-related businesses can apply to access guidance and support services on an as-needed basis, or decide to seek up to a full range of SBDC services to fulfill their company's needs.

Incubator Use Only! Please do not write in this area.

Level of membership recommended / approved:

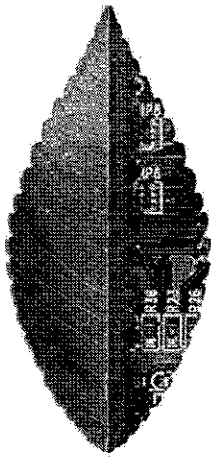
Affiliate _____

Full _____

Suggested Office Rental Rate: Market _____

25% discount _____

50% discount _____



MANUFACTURING at Innovation Park

Public-private partnerships and incentives have helped manufacturers with R&D activities and high-tech products flourish in Florida's capital city.

Innovation Park is a publicly owned research and development center located between two major research universities, and supported by both state and local government. Approximately 60 acres of land are available for immediate development with infrastructure already in place.

Innovation Park is affiliated with Florida State University and Florida A&M University, who share space with private companies and government agencies in the 208-acre park. Our region's four-county MSA offers a skilled labor force at wage rates below those of competing metropolitan areas. The share of the labor force with a university degree is 37% — almost double the national average — while FSU and FAMU produce a continual supply of new graduates.

A CSX Railroad line runs adjacent to the park, and nearby Interstate 10 connects the Tallahassee MSA with the major hubs of Jacksonville 134 miles to the east, and Tampa 200 miles to the southeast via connection with Interstate 75. The Tallahassee Regional Airport hosts four commercial airlines with daily nonstop service to ten domestic destinations, and the MSA also includes two additional general aviation airports. Water transportation is available at Port St. Joe 99 miles to the southwest.

Premier Manufacturing Tenants

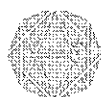
Elbit Systems of America is a leading provider of high performance products and system solutions. The Innovation Park facility produces high volume, high reliability RF and digital communications equipment and components, along with related electromechanical integration and testing for governmental and industrial clients.

Danfoss Turbocor Compressors conducts the design, manufacture, marketing and support of the world's most efficient commercial refrigerant compressors. Danfoss developed the world's first totally oil-free compressor specifically designed for the HVACR industry.

Tai-Yang Research Company is dedicated to the development and application of novel materials, including high temperature superconductors, optical fibers and thin films. The company is co-located with the Center for Advanced Power Systems, an R&D partnership with the National High Magnetic Field Laboratory.

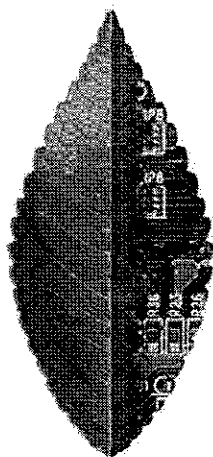
Transformational Technologies Innovations commercializes advanced macro level nanotechnology materials such as BuckyPaper, a novel paper-like substance formed with carbon nanotubes.

Innovation Park is located on an attractive wooded campus employing 2,000 people in 16 buildings, housing 50 separate organizations. For additional information, call (850) 575-0343, send an email to lnicholsen@inn-park.com, or visit the website at www.innovation-park.com.



INNOVATION PARK
A RESEARCH AND DEVELOPMENT CENTRE

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INFORMATION TECHNOLOGY at Innovation Park

Information technology, systems integration, and network operations are flourishing in Florida's capital city.

Innovation Park is a research and development center located between two major research universities, and supported by both state and local government. Innovation Park's high-tech infrastructure is well-established, and the park is home to some of Florida's most talented software engineers, programmers, systems analysts, and support specialists.

Florida's capital region ranks second in the nation for Internet bandwidth capacity, and we enjoy a workforce high in quality, productivity, and stability, thanks to an unparalleled quality of life.

Innovation Park is affiliated with Florida State University and Florida A&M University, who share space with private companies and government agencies on an attractive wooded campus with amenities. Information technology companies have found that our region's four-county MSA offers a productive workforce at wage rates well below those of competing metropolitan areas. FSU and FAMU produce a continual supply of new graduates, while nearby Tallahassee Community College offers degrees and certificates in a comprehensive range of applied information technology programs.

Premier Information Technology Tenants

College Center for Library Automation operates the statewide Library Information Network for Community Colleges, operating the first statewide, centralized automated library system in the U.S. serving community colleges exclusively.

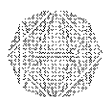
Team Simulations develops simulation software and associated technical support for government and business clients worldwide, specializing in bringing organizations hands-on, practical learning exercises for planning, responding and leading in times of unprecedented change.

Northwest Regional Data Center provides computing facilities, equipment and technical support to education and government entities throughout the state.

Center for Economic Forecasting and Analysis specializes in applying advanced, computer-based economic models and techniques to examine and help resolve pressing public policy issues across a spectrum of research areas.

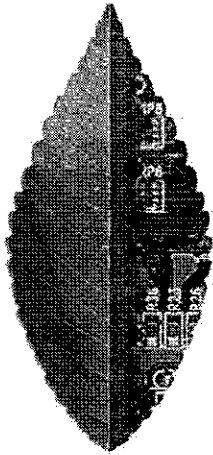
IntegriSource, Inc. is a national information technology staffing provider with a focus to retain local IT professionals and recruit experienced IT professionals, offering contract, contract-to-hire and permanent placement services to public and private sector businesses.

Innovation Park companies employ 2,000 people in 16 buildings, housing 50 separate organizations. For additional information, call (850) 575-0343, email lnicholsen@inn-park.com, or visit www.innovation-park.com.



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LIFE SCIENCES at Innovation Park

Association with major universities provide life science tenants with wealth of knowledge and opportunities for synergy.

Innovation Park offers a ready location for technology-related businesses to flourish in Florida's Capital City. The research park's affiliation with Florida A&M University and Florida State University provides tenants with a wealth of cross-discipline R&D, as well as a steady flow of professors, students, and graduates from the universities' medical, pharmaceutical and related programs to compose the park's professional and technical workforce.

Innovation Park's research and development center spans 208 acres, houses 45 organizations, and has 60 acres ready for immediate development with infrastructure already in place. Relationships with federal, state and local governments provide Innovation Park tenants support and incentives for growth, and our tenants are among the most advanced private and public research facilities in the world. Company this good is hard to find, just like our area's highly skilled and educated work force, which boasts more college educated employees than competing metropolitan areas.

Premier Life Sciences Tenants

Center for Biomedical and Toxicological Research addresses problems associated with environmental impacts to human health nationally and worldwide by conducting research, teaching at the graduate and undergraduate levels, conducting training activities, and providing technical support services to governments at the local, regional, national and international levels.

National High Magnetic Field Laboratory hosts private sector and public sector research in biochemistry, chemical engineering and other fields. R&D activities include the development and application of Nuclear Magnetic Resonance methods and computation for studying the structure, dynamics and function of proteins and small molecules, including the effects of drugs on viral targets.

National Park Service Southeast Archeological Center conducts archeological research, collections and information management, and technical support for national park units located in the Southeast Region of the National Park Service. It also provides technical services to other federal agencies, state, local governments and private not for profit organizations.

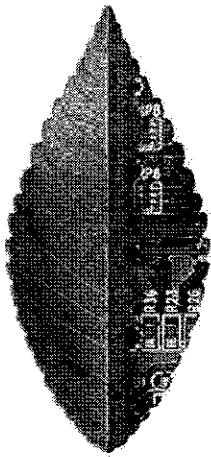
Department of Agriculture and Consumer Affairs Bureau of Seafood and Aquaculture works to ensure that Florida's citizens are educated about Florida's aquaculture system and seafood industry.

Innovation Park currently employs more than 2,000 people in over one million square feet of office space. Over fifty organizations are established within the Park. For a current list of Park tenants please visit our Web site at www.innovation-park.com. For additional information about Innovation Park, please call (850) 575-0343 or send an email to lnicholsen@inn-park.com.



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ENERGY at Innovation Park

A growing research and development cluster advancing technologies for power generation and transmission.

Innovation Park is a publicly owned research and development center located between two major research universities, and supported by both state and local government. Researchers from around the world work in a synergistic environment to create new technologies for energy, spanning fields including power semiconductors, novel materials, superconductivity, fusion and plasma, and advanced computations.

Innovation Park is affiliated with Florida State University and Florida A&M University, who share space with private companies and government agencies in the 208-acre park. Of Innovation Park's 208 acres, 60 are available for immediate development, with IT and power infrastructure already in place. The National High Magnetic Field Laboratory, located in Innovation Park since 1990, attracts thousands of world class engineers and researchers every year, serving as the hub for a research cluster that is expanding to meet national needs for better power generation and transmission technology.

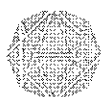
Premier Energy Tenants

Center for Advanced Power Systems is a joint venture of Florida State University, the FAMU-FSU College of Engineering and the National High Magnetic Field Laboratory, focused on advanced power technologies with emphasis on transportation systems and traditional utility systems. The center is developing an academic-industrial consortium focused on the application of recent advances in power semiconductors, materials, advanced controls and superconductivity to advanced power system technologies.

The Center for Plasma Science and Technology (CePaST) is housed in the Department of Physics at Florida A&M University. In its newly renovated and expanded facility in Tallahassee's Innovation Park, the Center is home to a highly successful team of faculty, students and researchers dedicated to the new science and new applications of theoretical, experimental, and computational Plasma Physics. The center is the flagship of FAMU's commitment to comprehensive research excellence with technological impact. The center conducts fusion and plasma research for alternative power, and advanced computations research in support of plasmas and photonics physics.

Florida State University Applied Superconductivity Center exists to advance the science and technology of superconductivity applications, investigating low temperature and high temperature materials through research grants and collaborations with other universities, national laboratories and industry. Funding includes grants from the U.S. Department of Energy / Energy Efficiency and Renewable Energy: Superconductivity Partnership Initiative; and the U.S. Department of Energy / Fusion Energy Sciences Program.

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